

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

September 22, 1997

RJR Account #091800

Mr. G. Burns
CAPITAL CANDY CO., INC.

NOVEMBER DORAL B2G1F / PROMOTION #701647

Dear George:

DORAL B2G1F *pre-sleeved* product (6M) has been ordered (see quantities listed below), as well as 81 skus of B2G1F Displays (Item #533174) to pack and ship this promotion to your participating retail accounts.

DORAL BRAND STYLE	B2G1F UPC Code	#/ (6M) Cases B2G1F
Light	12300-24488	<u>5</u>
Light Men 100	12300-24492	<u>6</u>
Light 100	12300-24489	<u>6</u>
FF 100	12300-24490	<u>2</u>

DISPLAY DETAIL

EACH PRE-SLEEVED 6M CASE CONTAINS 30 WHITE CARTONS.

EACH WHITE CARTON CONTAINS 3 PRE-SLEEVED B2G1F DEALS, PLUS 1 LOOSE LIVE PACK.

EACH DISPLAY CONTAINS 7 WHITE CARTONS OR '21 B2G1F OFFERS'.

THIS EQUATES TO 49 LIVE PACKS PER DISPLAY TO BE BILLED TO RETAIL.

IT IS STRONGLY RECOMMENDED THAT YOU PLACE 1 ADDITIONAL LOOSE LIVE PACK INTO EACH DISPLAY; THIS WILL ENABLE YOU TO BILL RETAIL @ 5 CARTONS PER DISPLAY, RATHER THAN 4.9 CARTONS PER DISPLAY.

Product / Premium Arrival:

October 20, 1997

Ship Date to Retail:

Week of: October 27, 1997

SKU CUBE:

1.0195

SKU WT (w/o Product):

1.7300 lbs

Retail Sales Offer per Sku:

21 Offers

Billing per Sku:

5 Savings Cartons (if additional live pack is added to Display)

4.9 Savings Cartons (if additional live pack is NOT added to Display)

51845 6756

-2-

B2G1F

CAPITAL CANDY CO., INC.

EFT \$ Amount: **\$3,191.95**

State Breakdown:

NH: \$668.01 (1 Case Each: Light / Light Men 100 / Lt 100 / FF 100);

ME: \$519.91 (1 Case Each: Light / Light Men 100 / Lt 100);

VT: \$2,004.03 (3 Cases Light / 4 Cases Lt Men 100 / 4 Cases Lt 100 / 1 Case FF 100)

PROMOTION DESCRIPTION: SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'.

UTILIZE PRE-ASSEMBLED DISPLAY. BECAUSE THIS PRODUCT IS PRE-SLEEVED, IT IS NOT NECESSARY TO 'LOAD' DISPLAY. RETAILERS WILL HANDLE DISPLAY SET-UP AT STORE LEVEL. SHIP NUMBER OF DISPLAYS TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST.

PLACE INTO EACH DISPLAY:

*** 7 CARTONS OF FOUR DIFFERENT DORAL BRANDSTYLES (2 CTNS/ 2 CTNS/ 2 CTNS/ 1 CTN)**

BRAND STYLES: DORAL LIGHT / DORAL LT MEN 100 / DORAL LT 100 / DORAL FF 100

*** 1 ADDITIONAL LOOSE LIVE DORAL PACK (ADD PACK ONLY IF BILLING @ 5 CARTONS PER DISPLAY)**

EACH DISPLAY WILL CONTAIN 21 B2G1F OFFERS, AND EITHER 7 OR 8 LOOSE LIVE PACKS.

(7 PACKS IF ADDITIONAL LIVE PACK IS NOT ADDED BY DIRECT ACCOUNT;

8 PACKS IF DIRECT ACCOUNT DOES ADD AN ADDITIONAL LIVE PACK).

RETAILER WILL PLACE THE LOOSE LIVE PACKS INTO ON-HAND INVENTORY.

(A 'RETAILER PROMOTIONAL PACKING EXPLANATION SHEET' IS INCLUDED IN EACH DISPLAY)

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$93.10 (6.65 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/jc

cc: R. Tanchyk

Enclosures:

- Customer List
- Wholesaler Packing Instructions

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

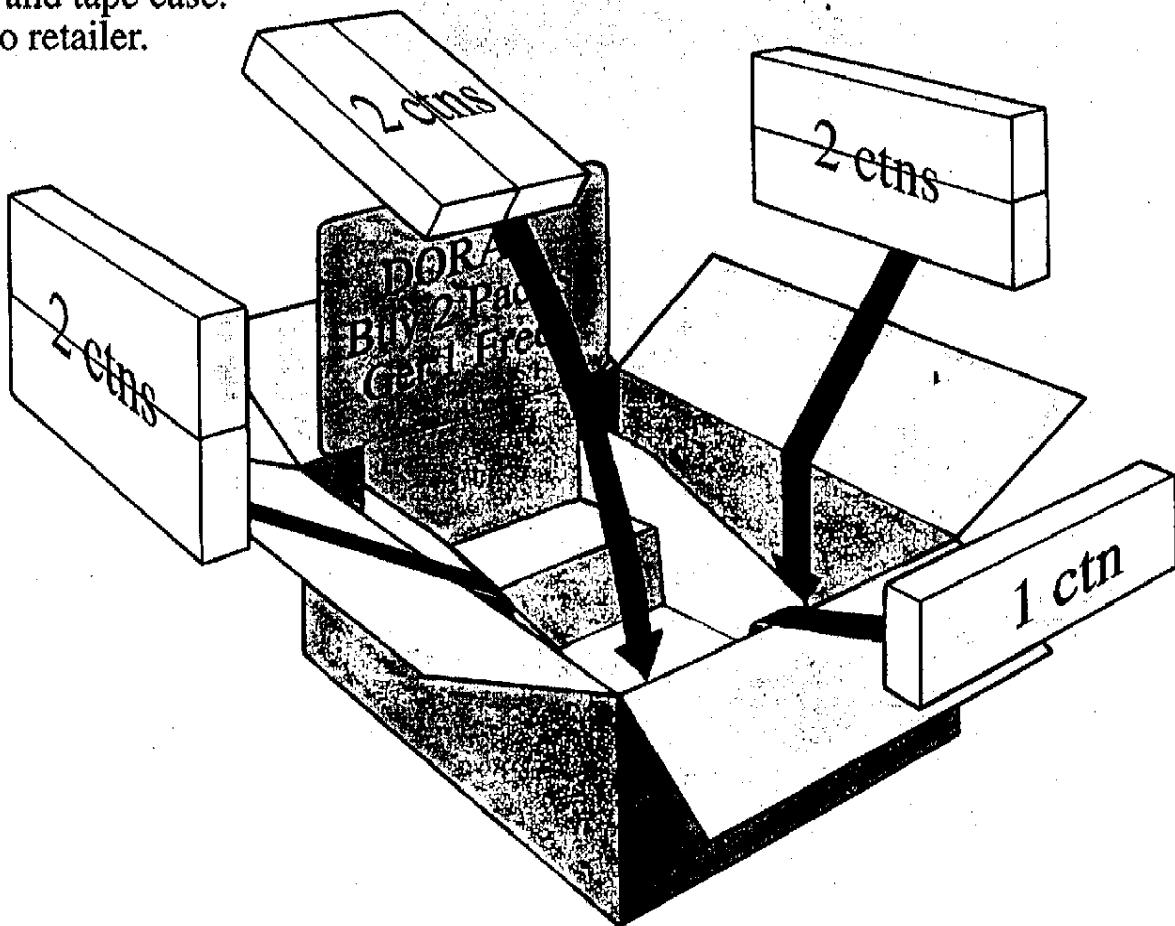
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 4TH QTR.'97

November-December DORAL B2G1F (Buy 2 Packs Get 1 Free)

STEPS

1. Open DORAL B2G1F shipping case.
2. Place 7 cartons of DORAL promotional product into shipper/display. **(Promotional product is in white cartons and is pre-sleeved).**
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: #533174

Description: DORAL November-December B2G1F Display/POS Kit

Brand Style	Light	LT MEN 100	Light 100	FF 100		
Number of Cartons	2	2	2	1		

51845 6758

TERI	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
112204	112227	699841	MEXICO ONE STOP INC 1	MARLOW WILL RD	MEXICO	ME	06257	4				
112204	112227	699842	MART	510 SABATIUS ST	LEWISTON	ME	04240	1				
112204	112227	580000	MINI APPL	245 MAIN ST	SOUTH PARIS	ME	04281	1				
112204	112227	100397	WOW ST MARKET	#302	79 BOW ST	PREBPORT	ME	04032	2			
112207	112224	565669	LISBON GETTY MART	221 LISBON ST	LISBON	ME	04250	2				
112207	112224	100397	WOW ST MARKET	#302	79 BOW ST	PREBPORT	ME	04032	2			
112208	112225	419588	BOONIE'S INC.	ROUTE 11	SHAPLEIGH	ME	04076	1				
112208	112225	75479	VILLAGE VARIETY	ROUTE 25	REZAR FARMS	ME	04047	1				
112201	112225	75479	VILLAGE VARIETY	ROUTE 25	HANOVER	NH	03755	1				
112201	112225	75479	VILLAGE VARIETY	ROUTE 25	STINSON VILLAGE ST.	2 ALLEN ST						
112201	112225	75479	VILLAGE VARIETY	ROUTE 25	LOWELL MAIN STREET	CLEARMONT	NH	03743	1			
112201	112225	75479	VILLAGE VARIETY	ROUTE 25	LOWELL MAIN STREET	LEFANON	NH	03741	1			
163801	163827	104970	THE LITTLE STORE	55 SCHOOL ST	LEFANON	NH	03766	1				
163801	163827	230137	CATHY & DONS	ROUTE RR 2 BOX 365	ENFIELD	NH	03748	1				
163801	163827	667008	HANDY LANDING	ROUTE RR 3 BOX 101B	LACONIA	NH	03246	1				
163806	163826	247457	GILFORD MOBILE Mkt	ROUTE 1397 LAKE SHORE B	GILFORD	NH	03246	1				
163806	163826	667008	HANDY LANDING	ROUTE 1397 LAKE SHORE B	GILFORD	NH	03246	1				
163803	163825	104114	BEERSVILLE Mkt	ROUTE 132 IRISH SETTLEMENT	PLATTSEURCH	NY	12901	5				
162201	162223	534621	CADWELL GOLF	ROUTES 3 & 374	CADWELL	NY	1218	1				
162201	162223	113823	BEERSVILLE Mkt	ROUTE 211 IRISH ST	SAINT ALBANS	VT	06478	1				
163809	163828	114026	KINGSBURY COUNTRY	ROUTE 100	WARREN	VT	05674	1				
163809	163828	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05674	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	05672	1				
163809	163829	114119	MOUNTAIN RD Mkt	344 MOUNTAIN RD	STOWE	VT	056					

5N5582

WORKPLAN VAP TEMPLATE LISTING

 PAGE: 3
 DATE: 97-09-08
 TIME: 08:58 AM

 WHOLESALER : 091800 CAPITAL CANDY CO. INC. <DIRECT>
 TEMPLATE : 701647 71100 DOR B2G1F NOV
 TEMPLATE SEQ : 0016
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162301	162323	623973	WAGON WHEEL PLAZA	RT 104	ST ALBANS	VT	05478	1			35049	(802)527-0104
162301	162323	636320	M&R BEVERAGE	BOX 154	HIGHGATE CENTE	VT	05459	1				(802)868-5271
162301	163829	662806	LAKE ROAD VARIETY	RT. 7	MILTON	VT	05468	1			35285	(802)893-3650
162301	162323	697266	WETHERBYS QUICK STO	75 MAIN ST	RICHFORD	VT	05476	1			11357	(802)848-3550
163804	163825	703572	JAKE'S PARK ST MKT	114 PARK ST	SPRINGFIELD	VT	05156	1			16381	(802)885-9177
163804		705356	MAIN STREET CASH	192 MAIN STREET	WEST RUTLAND	VT	05777	1			12015	(802)438-9880
163804	163825	759666	JAKES MARKET	181 SOUTH ST	SPRINGFIELD	VT	05156	1			16714	(802)885-5488
163801	163827	113765	JIMMY KWIK	60 COVENTRY ST	NEWPORT	VT	05855	1			050169	(802)334-2132
163801		113886	SMITH'S STORE	MAIN ST	GREENSBORO BEN	VT	05842	1				(802)533-2631
163801		114154	LYLES SUPERETTE	MAIN ST	WASHINGTON	VT	05675	1			50097	(802)883-2220
162301	163829	753475	COUNTRY MOON DELI	88 HEINEBERG DR	COLCHESTER	VT	05446	1			11384	(802)658-4463
162301	162323	760782	MAYHEN'S CORNER STR	1 RIVER ST	RICHFORD	VT	05476	1			11094	(802)848-3819
162302	162320	760496	FAIRHAVEN TRUCK STO	RR 2 BOX 7767	FAIR HAVEN	VT	05743	1		3435-0000		(802)265-3500
163803	163825	459826	WEST RIVER VALLEY	RTE. 30	WEST DUMMERSTO	VT	05357	1				(802)254-2880
163804	163828	065163	SKIP MART	MAIN ST	ROCHESTER	VT	05767	1		2794-0200		17018 (802)767-3131
163801	163827	658712	VITTLES & VARIETY	RR 1 BOX 169B	DERBY	VT	05829	1			50127	(802)766-2205
163809	163828	086861	SHOREHAM SERVICE CT	ROUTE 22A	SHOREHAM	VT	05770	1		2794-0200		(802)897-8585
163809	163829	088475	BILLING'S MOBIL	ROUTE #100	WATERBURY	VT	05676	1				(802)244-6673
163809	163829	113522	GRACEY'S STORE	1333 WILLISTON RD	SOUTH BURLINGT	VT	05403	1		1519-0000		(802)862-1253
163809	163828	113917	BLAISE'S CTY STORE	ROUTE #116,	SOUTH HINESBURG	VT	05461	1			40036	(802)482-2324

PAGE BREAK TOTAL ACCOUNTS 62 TOTAL QUANTITY 79

TEMPLATE TOTAL ACCOUNTS 62 TOTAL QUANTITY 79

51845 6760

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

11/05/97

ACCOUNT NUMBER: 091800
VOUCHER NUMBER: 15377511
DATE WRITTEN: 11/05/97
STATUS: PAID
AMOUNT PAID: 93.10

CAPITAL CANDY CO INC
32 BURNHAM ST
BARRE , VT 5641
SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	6.65	93.10

EXPLANATION: NOV DOR B2G1F 701647 RT

51845 6761